

Comparisons of Job Characteristics

Focus Occupation: Sales Engineers (41-9031)

Associated Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)

[Compare Knowledge](#)

[Compare Skills](#)

[Compare Abilities](#)

[Compare Detailed Work Activities](#)

[Compare Tools and Technologies](#)

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

Knowledge

Similarity of Focus Occupation to Associated Occupation: 81

Focus Occupation: Sales Engineers (41-9031)

Associated Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Sales and Marketing	5.2	20.2	19.5	0	Current knowledge level may be sufficient
Customer and Personal Service	11.3	19.3	20.5	0	Current knowledge level may be sufficient
Production and Processing	6.0	9.6	6.9	<<	Extensive education and/or training may be required
Transportation	4.6	7.6	7.9	0	Current knowledge level may be sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Skills

Similarity of Focus Occupation to Associated Occupation: 90

Focus Occupation: Sales Engineers (41-9031)

Associated Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Speaking	10.8	16.0	15.0	0	Current skill level may be sufficient
Persuasion	7.4	15.9	15.0	0	Current skill level may be sufficient
Active Listening	11.0	15.4	13.9	<	A higher skill level may be required
Social Perceptiveness	9.1	12.7	13.9	0	Current skill level may be sufficient
Negotiation	6.8	12.0	12.2	0	Current skill level may be sufficient
Management of Financial Resources	3.3	6.6	5.6	<	A higher skill level may be required
Management of Material Resources	3.7	6.2	6.4	0	Current skill level may be sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Abilities		Similarity of Focus Occupation to Associated Occupation: 97			
Focus Occupation: Sales Engineers (41-9031) Associated Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)					
Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Oral Expression	12.4	16.6	18.0	0	Current ability level may be sufficient
Oral Comprehension	12.5	16.2	16.5	0	Current ability level may be sufficient
Speech Clarity	10.2	14.7	13.9	0	Current ability level may be sufficient
Speech Recognition	9.9	13.9	15.0	0	Current ability level may be sufficient
Fluency of Ideas	7.6	10.4	13.0	>	Current ability level is likely sufficient
Memorization	5.6	8.6	9.5	>	Current ability level is likely sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common		Similarity of Focus Occupation to Associated Occupation: 88
Focus Occupation: Sales Engineers (41-9031) Associated Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)		
Work Activities	Exclusivity of Activity	
Arrange for trial installations of equipment	99	
Conduct sales presentations	75	
Conduct training for personnel	30	
Maintain records, reports, or files	5	
Obtain information from individuals	24	
Sell products or services	69	
Understand technical operating, service or repair manuals	6	
Use computers to enter, access or retrieve data	3	
Use interpersonal communication techniques	10	
Use knowledge of sales contracts	80	
Use sales techniques	75	
Use telephone communication techniques	62	

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Tools and Technologies that Both Occupations Have in Common

Similarity of Focus
Occupation to Associated
Occupation: 84

Focus Occupation: Sales Engineers (41-9031)

Associated Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)

Tools and Technologies	Exclusivity
Business function specific software	1
Computers	1
Content authoring and editing software	1
Data management and query software	1
Finance accounting and enterprise resource planning ERP software	2
Information exchange software	1
Network applications software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.